

## Message Text

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PAGE 01 BOMBAY 01304 210835Z

15

ACTION NEA-10

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P R 210540Z MAY 76  
FM AMCONSUL BOMBAY  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 6451  
AMEMBASSY NEW DELHI  
AMCONSUL CALCUTTA  
AMCONSUL MADRAS

UNCLAS BOMBAY 1304

E. O. 11652: N/A

TAGS: BTIO, BTRA, IN

SUBJ: INVESTMENT OPPORTUNITY: ANOTHER BOMBAY FIRM - CANDY  
FILTERS (INDIA) LTD. - EVINCES INTEREST IN US WASTE  
WATER TREATMENT TECHNOLOGY

REF: USDOC 8333

1. REFTEL PARA 2, SHARMA'S VISIT TO US AS YET UNDECIDED.  
HIS TRAVEL PAPERS UNDER REVIEW BY RESERVE BANK OF INDIA.  
WE SHALL ADVISE ETA WHEN KNOWN.

2. HOWEVER, ANOTHER LEADING WATER TREATMENT ENGINEERING  
FIRM CANDY FILTER (INDIA) LTD., 32 BHULABHAI DESAI ROAD,  
BOMBAY 400 026 (CABLE: PONTIFEX) HAS EVINced INTEREST IN  
BUYING AMERICAN TECHNOLOGY FOR MANUFACTURE OF SEWAGE,  
WASTE WATER AND INDUSTRIAL EFFLUENT TREATMENT PLANTS.  
CANDY FILTER'S CHIEF ENGINEER PRABHAKAR S. TENDOLKAR  
SCHEDULED TO BE IN US JUNE 19 THROUGH JULY 18 TO ATTEND  
NEW ORLEANS CONFERENCE OF AMERICAN WATER WORKS ASSOCIATION  
(JUNE 20-25) AND LATER TO MEET US FIRMS INTERESTED IN  
OFFERING TECHNOLOGY. BESIDES NEW ORLEANS, TENDOLKAR LIKELY  
TO VISIT NEW YORK, CHICAGO, LOS ANGELES, AMES, IOWA,  
ARVADA, COLORADO AND WATERBURY, CONNECTICUT, TO MEET  
COMPANY REPRESENTATIVES WITH WHOM HE IS ALREADY IN CONTACT.  
COMINV. ISSUED TO TENDOLKAR. HIS MAILING ADDRESS IN US IS  
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PAGE 02 BOMBAY 01304 210835Z

CARE OF P.J. GAVANKAR, 6917 LAKE KENILWORTH DRIVE #230,

NEW ORLEANS, LA 70126.

3. CANDY FILTERS, ESTABLISHED IN 1929, IS ONE OF LEADING INDIAN FIRMS ENGAGED IN DESIGN, MANUFACTURE, INSTALLATION AND COMMISSIONING OF WATER TREATMENT PLANTS. CANDY FILTERS NOW SEEKING DIVERSIFICATION INTO SEWAGE, WASTE WATER AND INDUSTRIAL EFFLUENT TREATMENT ENGINEERING INCLUDING REVERSE OSMOSIS. WTDR ON FIRM UNDER PREPARATION. BASED ON CURRENT INFORMATION, CANDY FILTERS RECOMMENDED AS A RELIABLE BUSINESS CONTACT.

4. TENDOLKAR'S US CONTACTS INCLUDE (A) STONE ENVIRONMENTAL ENGINEERING SERVICES INC., ARVADA, COLO., CONTACT: MR. DENNIS ZWEIFEL, (B) FMC CORP., ENVIRONMENTAL EQUIPMENT DIV., CHICAGO, ILL., CONTACT: P. NEUSPIEL, AND (C) SWIFT ENVIRONMENTAL SYSTEMS CO., OAK BROOK, ILL., CONTACT: ARTHUR C. FEDRIGON. HE WOULD, HOWEVER, LIKE TO MEET OTHERS HAVING TECHNOLOGY TO OFFER.

5. SHOULD DEPARTMENT PERCEIVE NO OBJECTION, WE SUGGEST THAT FIRMS WHICH EVINced INTEREST IN STARIT WATER TREATMENT CO.'S PROPOSAL SHOULD ALSO BE INFORMED OF CANDY FILTER'S INTEREST. WE WOULD APPRECIATE RECEIVING BY JUNE 1 PARTICULARS OF FIRMS WHICH WOULD LIKE TO MEET TENDOLKAR.

6. WE ARE SUGGESTING NEW ORLEANS DISTRICT OFFICE AS POINT OF CONTACT TO TENDOLKAR.  
COURTNEY

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